

TIPSS 4 Pre-Solicitation Conference – ITS

Small Business Presentation

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Background

- My role is to ensure that a fair share of IRS procurement dollars is issued to small business concerns of all types.
- Goals:
 - Prime Goals
 - Subcontracting Goals

FY09 Goals

- Prime Goals:

- Small Business 29.4%
- Small Disadvantaged Business 5%
- Women-Owned Small Business 5%
- HUBZone Small Business 3%
- Service Disabled Veteran-Owned Small Business 3%
- Veteran-Owned Small Business – no goal, must be tracked
- 8(a) Concerns – No Statutory Goal – subset of Small Disadvantaged Business Goal – currently 2.5%

- Subcontracting Goals:

- Small Business 41%
- Small Disadvantaged Business 5%
- Women-Owned Small Business 5%
- HUBZone Small Business 3%
- Service Disabled Veteran-Owned Small Business 3%
- Veteran-Owned Small Business – no goal, must be tracked, primes must have a specified goal

TIPSS 4 Size Standard

NAICS Code for TIPSS 4:
541512

Size Standard:
\$25.0 Million Average Annual Receipts

K.8 Small Business Program Representations (FAR 52.219-1) will be changed to reflect the above size standard

TIPSS 4 ITS Subcontracting Plan Requirements

- A subcontracting plan is required to be submitted by ALL Large Business prime contractors.
- The Subcontracting Plan requirement is not required for Small Businesses who elect to submit a proposal under the ITS task area as a prime contractor. (Small Businesses will be rated as Not Applicable and the remaining subfactors will be used to determine the overall rating).
- In addition to the subcontracting goals listed on the previous slide, under TIPSS 4, all Large Business offerors must submit subcontracting goals for Historically Black Colleges and Universities/Minority Institutions (HBCU/MI). The requirement is for actual subcontracting, not recruitment efforts from these types of institutions.

TIPSS 4 ITS Subcontracting Plan Requirements (Continued)

- ALL Large Business offerors are required to subcontract 25% of their obligated dollars to small business concerns.
- The 25% obligation rate will be reviewed semi-annually upon submission of the required Individual Subcontract Report (ISR) in the electronic Subcontract Reporting System (eSRS)

TIPSS 4 ITS Subcontracting Plan Requirements (Continued)

- **Any Large Business awardee that is found not to be in compliance with the 25% subcontracting requirement to small business concerns will not be allowed to submit proposals for future task orders until the prime contractor has submitted a report to the Contracting Officer (CO) containing a remediation plan as to when and how the prime contractor will comply with the requirement. The CO and the IRS Small Business Specialist must approve the plan. The prime contractor may then begin to submit proposals on future task orders.**

TIPSS 4 ITS Subcontracting Plan Requirements (Continued)

- **Large Business offerors are required to submit both dollars and percentages for each socioeconomic category listed in the subcontracting plan outline. (Realize that TIPSS 4 is an IDIQ contract – dollars should be best estimate of the anticipated 25% obligation rate. % should meet or exceed the % as required by IRS for Fiscal Year 09).**
- **Zero \$/% are not acceptable and will not be approved.**

TIPSS 4 Past Performance Subcontracting Plans

- Per draft RFP, Section L.11.5:
 - Large Business offerors are required to submit paper copies of the Summary Subcontract Reports (SSR) for the last three fiscal years (FY2008, 2007, and 2006).
- Clarification from Questions:
 - SSR reports are preferred for the prime contractors Department of Treasury contracts. If a prime contractor has no Department of Treasury contracts, the SSR reports shall be submitted for the prime contractors largest federal agency.
 - The Individual Subcontract Reports (ISR) are not required.
 - The Large Business prime contractor may submit the SF-295 form in lieu of the SSR report for those years in which the prime contractor has not utilized eSRS.

TIPSS 4 Mentor-Protégé Agreements

- Per draft RFP, Section L.11.4:
 - This solicitation contains the DTAR Provision 1052.219-73, Department of the Treasury Mentor-Protégé Program and DTAR Clause 1052.219-75, Mentor Requirements and Evaluation. Large Business offerors will be evaluated on two criteria: (1) Does the offeror have an approved Mentor-Protégé Applications with the Department of the Treasury for one or more small business firms? (2) Has the offeror recently added and received approval for a Mentor-Protégé Agreement with the Department of the Treasury for TIPSS-4 ITS with a small business firm that is both new to the company and new to the IRS (no past performance with either company or agency)?

TIPSS 4 Mentor-Protégé Agreements (Continued)

■ Clarification from Questions:

- The Mentor-Protégé agreements shall follow the requirements of the Treasury Mentor-Protégé program. Requirements and the Mentor-Protégé application can be found at: <http://www.treas.gov/offices/management/dcfo/osdbu/mentor-protege/>
- The Treasury Mentor-Protégé application will be the only agency application that will be accepted (i.e., another agency's forms/approval such as NASA or DoD can not be submitted to satisfy this requirement).
- The Mentor-Protégé applications (submitted in hard copy and signed by both the large business prime contractor and the small business concern) shall be included in the proposal.
- Mentor-Protégé applications do not have to be approved in advance by the Department of the Treasury.
- The Mentor-Protégé applications will be evaluated in accordance with Section M.3.4 and prior to award, all Mentor-Protégé applications for those prime contractors who will receive TIPSS 4 awards will be submitted to the Department of the Treasury for formal approval.
- Large Business Prime Contractors can submit more than two (2) Mentor-Protégé Applications.
- Recently means within the previous twelve (12) months.
- There is an anticipation by the IRS that large business prime contractors will actually utilize the protégé firms if the prime contractor is awarded a TIPSS 4 contract.

TIPSS 4 Mentor-Protégé Agreements (Continued)

- Clarification from Questions:
 - The Treasury Mentor-Protégé program does not reimburse a prime contractor for any costs associated with the Mentor-Protégé program.
 - The program allows Contracting Officers to add evaluation points in a solicitation for large business prime contractors who participate in the Treasury Mentor-Protégé program.
 - The program includes an annual Mentor-Protégé of the Year award as a post-award incentive.

TIPSS 4 Mentor-Protégé Agreements (Continued)

- Per draft RFP, Section M.3.4:
 - Offerors will be rated on the following two items:
 - The offeror has submitted a Mentor – Protégé application with the Department of the Treasury with a small business that is new to both the company and the IRS;
 - The offeror has submitted a Mentor – Protégé application with the Department of the Treasury, one or more small business firms with whom they have an existing relationship.

- Clarification from Questions:
 - (1) Existing Relationship (M.3.4)
 - The final RFP will be changed to read (1) a small business of any type with no constraints as to the relationship or work at IRS/Treasury
 - Can be:
 - A small business of any type in which the prime contractor has an existing relationship.
 - A small business of any type in which the prime contractor has no existing relationship.
 - A small business of any type in which the prime contractor has an existing relationship and the small business has existing Treasury/IRS work.
 - A small business of any type in which the prime contractor has no existing relationship and the small business has existing Treasury/IRS work.

TIPSS 4 Draft RFP

- **TIPSS 4 Draft RFP L.11.5.1 Small Business Utilization Participation**
 - Forms will be included in Final RFP
- **FAR 52.219-8 is included in the draft RFP. This clause is applicable to both large and small business firms who submit proposals as a prime contractor.**
 - Encourages small business participation to the maximum extent possible in the awarding of subcontracts.
 - TIPSS 4 extends this clause to the inclusion of subcontracts to HBCU/MI institutions.

Resources

- TIPSS 4 Small Business Listing:
 - Contains a listing of small businesses who are interested in teaming/subcontracting/mentor-protégé relationships under TIPSS 4
 - Listing includes Company Name, Address, Phone, Fax, POC, E:mail, URL, Socioeconomic status, IRS/Treasury Work, Niche Areas, Discriminators
 - Request listing from Jodie Paustian, Jodie.L.Paustian@irs.gov
- HBCU/MI website:
 - Link to the listing of HBCU's:
 - <http://www.ed.gov/about/inits/list/whhbcu/edlite-list.html>
 - Link to the listing of MIs:
 - <http://www.ed.gov/about/offices/list/ocr/edlite-minorityinst-list-tab.html>

TIPSS 4

Large Business Awardees

- Expectations upon Contract Award:
 - Meet or exceed negotiated goals.
 - Comply with the 25% of obligated dollars small business subcontracting requirement.
 - Prompt submission of ISR/SSR reports via the new eSRS system.
 - Development of protégé companies under your approved Mentor-Protégé agreement.
 - Meet new Small Businesses and add to your team.

Questions

Please contact the Contracting Officer at:
AWSS.TIPSS-4@irs.gov